ROOMS REPORT – NOVEMBER 1989 COMPARED WITH NOVEMBER 1988

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	65.8	63.9	57.8	57.2	$ 76.08	$ 73.75	$ 56.25	$ 54.82	$ 20.05	$ 19.36	21.5	21.3
CENSUS REGION												
Northeast	77.2	76.9	46.1	44.6	$128.46	$122.43	$ 91.48	$ 87.73	$ 27.19	$ 25.77	20.5	20.4
North Central	57.2	59.0	39.6	33.8	54.93	53.16	39.07	39.29	12.74	12.33	24.6	24.6
South	65.0	62.4	71.0	71.0	62.91	60.86	43.79	42.78	17.09	16.47	22.1	21.3
West	62.6	59.1	49.8	53.7	73.31	71.99	52.24	49.70	16.73	18.44	23.6	27.2
CENSUS DIVISION												
New England	58.4	62.9	30.7	27.9	$ 69.95	$ 65.46	$ 59.68	$ 55.02	$ 17.51	$ 16.15	24.2	24.2
Middle Atlantic	80.2	79.1	46.8	45.6	135.25	129.41	92.91	89.32	27.87	26.53	20.4	20.3
South Atlantic	66.0	63.8	77.2	78.9	64.26	63.11	42.39	42.40	18.41	18.02	23.3	22.1
East North Central	55.8	60.3	31.8	27.8	54.44	52.03	41.48	41.12	12.85	11.89	24.8	23.8
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	58.7	57.7	47.9	41.0	55.44	54.34	36.77	37.33	12.58	13.03	24.3	25.9
West South Central	63.2	59.6	56.8	52.8	60.05	55.88	47.60	43.84	13.80	12.67	18.6	18.8
Pacific	62.6	59.1	49.8	53.7	73.31	71.99	52.24	49.70	16.73	18.44	23.6	27.2
AFFILIATION												
Chain	64.8	64.8	33.5	33.6	75.22	70.26	60.89	58.47	17.73	18.18	20.4	21.4
Independent	54.3	47.7	82.3	79.0	123.09	129.30	72.48	73.46	*	*	*	*
LOCATION												
Center City	60.1	64.9	23.8	27.8	$ 70.92	$ 61.52	$ 56.85	$ 51.34	$ *	$ *	*	*
Suburban	64.7	64.5	31.9	33.3	71.06	71.48	54.70	54.88	19.11	21.72	25.0	27.7
Airport	66.0	66.2	24.3	18.1	52.18	51.24	41.44	42.64	10.97	10.90	20.1	19.8
Highway	66.0	64.0	58.7	58.0	75.84	73.60	55.93	54.53	20.17	19.42	21.6	21.3
Resort	64.3	58.4	77.8	76.9	123.81	119.47	85.96	83.19	19.32	19.47	13.7	14.9
SIZE												
Under 150 Rooms	59.2	58.0	57.3	53.9	$ 49.56	$ 47.61	$ 34.66	$ 33.95	$ 15.63	$ 14.39	30.2	29.0
150 - 299 Rooms	61.1	59.9	48.8	49.5	62.90	59.45	44.86	42.09	17.84	17.32	23.3	23.6
300 - 600 Rooms	67.5	63.4	54.3	53.3	75.34	72.96	54.73	53.11	16.53	16.24	20.1	20.5
Over 600 Rooms	75.7	74.9	67.2	66.1	108.78	106.17	69.73	68.49	24.72	23.62	20.9	20.2
TYPE												
Hotel	65.1	61.4	40.9	39.5	$ 94.16	$ 89.95	$ 72.08	$ 71.11	$ 18.58	$ 19.00	20.0	21.1
Motor Hotel	60.8	63.6	38.8	44.3	56.20	52.00	43.07	40.35	13.72	14.28	22.5	23.3
Economy	66.0	64.0	51.7	58.0	75.84	73.60	55.93	54.53	20.17	19.42	21.6	21.3
All Suites	*	*	*	*	*	*	*	*	*	*	*	*

* Insufficient Response

YEAR TO DATE ROOMS REPORT - AS OF NOVEMBER 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	68.4	67.6	64.2	63.4	$ 72.83	$ 70.34	$ 51.00	$ 49.34	$ 18.43	$ 17.52	21.1	20.9
CENSUS REGION												
Northeast	71.7	74.0	46.7	45.9	$113.78	$108.03	$ 80.98	$ 77.10	$ 26.28	$ 24.25	22.2	21.6
North Central	62.2	63.4	40.7	39.8	56.40	54.66	40.66	39.77	13.26	12.69	23.3	23.1
South	69.6	67.3	80.0	80.2	64.95	62.06	42.16	40.29	15.56	14.97	19.3	19.5
West	65.8	65.4	58.9	57.6	67.88	66.96	48.58	47.85	15.16	14.49	23.8	23.6
CENSUS DIVISION												
New England	62.1	65.4	40.1	37.8	$ 80.55	$ 77.80	$ 60.15	$ 58.20	$ 18.88	$ 17.75	22.0	21.7
Middle Atlantic	74.7	76.6	47.6	47.1	122.53	116.09	83.77	79.64	27.70	25.51	22.2	21.6
South Atlantic	73.0	70.5	91.3	91.4	68.38	65.03	41.87	39.79	16.48	15.92	19.5	19.8
East North Central	62.7	64.1	38.5	37.8	57.49	55.27	42.47	41.23	13.42	12.72	22.8	22.5
East South Central	44.7	48.6	*	*	44.01	44.97	*	*	*	*	*	*
West North Central	61.2	62.0	45.3	44.3	54.41	53.54	36.94	36.72	12.90	12.60	24.6	24.4
West South Central	62.9	61.0	50.0	51.4	56.86	55.21	43.23	41.97	12.90	12.35	18.8	18.4
Mountain	58.7	57.0	39.7	36.1	51.08	51.54	35.75	37.52	12.48	12.08	25.1	24.3
Pacific	68.9	69.5	60.6	59.5	74.23	73.15	49.58	48.62	16.01	15.30	23.4	23.5
AFFILIATION												
Chain	67.7	65.9	49.3	49.6	69.95	67.71	51.32	49.42	15.74	14.91	18.9	18.5
Independent	57.5	57.0	87.0	86.6	107.08	104.03	63.27	62.82	19.77	18.53	25.2	26.0
LOCATION												
Center City	65.0	63.4	43.5	48.4	68.42	66.67	53.96	51.75	16.57	15.50	21.5	20.4
Suburban	68.7	66.2	43.9	42.2	64.95	62.93	44.02	42.88	15.01	14.78	20.2	20.6
Airport	71.0	68.8	34.0	34.2	50.71	49.57	37.80	37.34	13.64	12.58	23.9	22.7
Highway	59.9	58.7	61.7	65.0	46.83	45.37	30.72	29.71	11.17	11.60	21.5	22.4
Resort	62.7	62.4	86.1	83.8	123.56	118.19	74.92	72.85	20.57	18.65	15.3	15.1
SIZE												
Under 150 Rooms	64.8	64.3	62.4	61.3	$ 50.69	$ 48.81	$ 33.84	$ 32.84	$ 15.23	$ 14.16	29.0	28.3
150 - 299 Rooms	65.4	64.3	57.6	56.1	61.97	60.17	42.70	41.92	15.55	14.94	21.4	21.3
300 - 600 Rooms	68.9	67.9	60.9	61.0	76.48	73.78	52.23	50.35	15.85	15.47	19.1	19.3
Over 600 Rooms	75.2	75.0	73.6	72.4	99.67	95.70	62.34	59.82	23.49	21.94	21.3	20.8
TYPE												
Hotel	67.9	65.6	53.9	54.1	92.57	90.27	67.17	65.58	16.76	15.74	18.2	17.8
Motor Hotel	61.3	61.3	57.4	56.5	55.95	53.71	37.92	36.36	12.85	12.44	20.8	20.9
Economy	61.8	59.0	69.2	74.6	37.23	38.32	23.60	24.20	*	*	*	*
All Suites	69.3	69.6	*	*	71.21	67.90	*	*	*	*	*	*

* Insufficient Response

TREND REPORT - NOVEMBER 1989 COMPARED WITH NOVEMBER 1988

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	NOV	% CHG	NOV	% CHG	NOV	% CHG	NOV	% CHG
TOTAL	6.1	6.4	4.5	9.4	65.8	3.0	57.8	1.0	$ 76.08	3.2	$110.38	2.8
CENSUS REGION												
Northeast	3.6	3.9	1.9	7.9	77.2	0.4	46.1	3.4	$128.46	4.9	$191.71	4.7
North Central	1.0	0.3	1.5	8.7	57.2	-3.1	39.6	17.2	54.93	3.4	84.86	4.1
South	7.2	7.5	5.8	9.2	65.0	4.2	71.0	-	62.91	3.4	88.50	3.1
West	11.1	12.0	8.1	33.8	62.6	5.9	49.8	-7.3	73.31	1.8	107.45	1.0
CENSUS DIVISION												
New England	-2.1	0.9	-7.9	-10.5	58.4	-7.2	30.7	10.0	$ 69.95	6.9	$ 99.30	3.7
Middle Atlantic	4.0	4.1	2.4	9.0	80.2	1.4	46.8	2.6	135.25	4.5	202.45	4.4
South Atlantic	5.0	5.0	4.0	8.8	66.0	3.4	77.2	-2.2	64.26	1.8	93.34	1.8
East North Central	-2.3	-2.2	-1.8	6.2	55.8	-7.5	31.8	14.4	54.44	4.6	84.47	5.6
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	4.7	4.2	4.9	13.0	58.7	1.7	47.9	16.8	59.44	2.0	85.26	2.5
West South Central	13.3	13.6	12.2	11.0	63.2	6.0	56.8	7.6	60.05	7.5	78.07	7.1
Pacific	11.1	12.0	8.1	33.8	62.6	5.9	49.8	-7.3	73.31	1.8	107.45	1.0
AFFILIATION												
Chain	7.6	6.5	7.6	23.2	64.8	-	33.5	-0.3	75.22	7.1	114.74	8.2
Independent	13.7	13.0	15.3	*	54.3	13.8	82.3	4.2	123.09	-4.8	207.55	-4.1
LOCATION												
Center City	4.6	7.2	-2.2	27.5	60.1	-7.4	23.8	-14.4	$ 70.92	15.3	$123.10	12.4
Suburban	0.8	-2.0	16.1	40.2	64.7	0.3	31.9	-4.2	71.06	-0.6	84.78	2.3
Airport	12.8	11.4	20.1	12.0	66.0	-0.3	24.3	34.3	52.18	1.8	65.69	3.2
Highway	*	*	*	*	*	*	*	*	*	*	*	*
Resort	13.2	13.8	11.7	18.0	64.3	10.1	77.8	1.2	123.81	7.2	227.51	6.7
SIZE												
Under 150 Rooms	6.8	8.0	2.1	-6.2	59.2	2.1	57.3	6.3	$ 49.56	4.1	$ 59.95	2.8
150 - 299 Rooms	7.6	9.1	4.8	2.9	61.1	2.0	48.8	-1.4	62.90	5.8	90.42	4.4
300 - 600 Rooms	8.6	9.8	5.0	13.3	67.5	6.5	54.3	1.9	75.34	3.3	110.87	2.2
Over 600 Rooms	3.2	1.9	4.3	12.9	75.7	1.1	67.2	1.7	108.78	2.5	164.73	3.8
TYPE												
Hotel	9.4	8.6	9.3	21.4	65.1	6.0	40.9	3.5	94.16	4.7	150.94	5.5
Motor Hotel	6.3	3.5	13.6	25.4	60.8	-4.4	38.8	-12.4	56.20	8.1	78.15	11.0
Economy	*	*	*	*	*	*	*	*	*	*	*	*
All Suites	*	*	*	*	*	*	*	*	*	*	*	*

* Insufficient Response

YEAR T/ DATE TREND REPORT - AS OF NOVEMBER 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	NOV	% CHG	NOV	% CHG	NOV	% CHG	NOV	% CHG
TOTAL	5 7	5 8	3 9	11 8	68 4	1 2	64 2	1 3	$ 72 83	3 5	$102 01	3 4
CENSUS REGION												
Northeast	1 9	1 7	1 3	7 0	71 7	-3 1	46 7	1 7	$113 78	5 3	$162 74	5 6
North Central	1 4	0 9	1 6	8 2	62 2	-1 9	40 7	2 3	56 40	3 2	85 82	3 7
South	7 9	8 2	5 1	15 8	69 6	3 4	80 0	-0 2	64 95	4 7	90 24	4 4
West	7 8	8 2	6 3	11 1	65 8	0 6	58 9	2 3	67 88	1 4	90 82	1 0
CENSUS DIVISION												
New England	-0 6	-1 0	0 1	3 1	62 1	-5 0	40 1	6 1	$ 80 55	3 5	$103 07	3 9
Middle Atlantic	2 4	2 2	1 5	7 4	74 7	-2 5	47 6	1 1	122 53	5 5	178 44	5 7
South Atlantic	8 8	9 4	5 1	16 9	73 0	3 5	91 3	-0 1	68 38	5 2	97 50	4 6
East North Central	1 5	1 4	0 3	9 5	62 7	-2 2	38 5	1 9	57 49	4 0	87 64	4 1
East South Central	-8 3	-10 0	*	*	44 7	-8 0	*	*	44 01	-2 1	59 25	-0 3
West North Central	1 3	-0 1	4 0	4 2	61 2	-1 3	45 3	2 3	54 41	1 6	82 53	3 0
West South Central	5 1	4 9	5 2	10 0	62 9	3 1	50 0	-2 7	56 86	3 0	72 97	3 2
Mountain	0 6	1 2	-4 9	-0 5	58 7	3 0	39 7	10 0	51 08	-0 9	58 10	-1 5
Pacific	9 5	10 1	7 3	16 3	68 9	-0 9	60 6	1 8	74 23	1 5	103 19	0 8
AFFILIATION												
Chain	6 1	6 4	3 4	17 7	67 7	2 7	49 3	-0 6	69 95	3 3	102 04	3 0
Independent	4 5	3 7	5 9	4 4	57 5	0 9	87 0	0 5	107 08	2 9	173 44	3 7
LOCATION												
Center City	2 5	5 1	-3 5	18 0	65 0	2 5	43 5	-10 1	68 42	2 6	117 62	0 1
Suburban	8 4	8 2	6 8	20 0	68 7	3 8	43 9	4 0	64 95	3 2	81 66	3 4
Airport	7 6	6 5	12 8	9 1	71 0	3 2	34 0	-0 6	50 71	2 3	63 83	3 4
Highway	6 1	5 1	9 8	6 3	59 9	2 0	61 7	-5 1	46 83	3 2	60 86	4 2
Resort	5 1	4 5	5 2	12 1	62 7	0 5	86 1	2 7	123 56	4 5	205 02	5 2
SIZE												
Under 150 Rooms	5 2	5 6	2 8	10 0	64 8	0 8	62 4	1 8	$ 50 69	3 9	$ 61 37	3 5
150 - 299 Rooms	6 2	6 4	4 7	9 0	65 4	1 7	57 6	2 7	61 97	3 0	85 09	2 7
300 - 600 Rooms	6 0	6 1	4 7	12 2	68 9	1 5	60 9	-0 2	76 48	3 7	110 36	3 6
Over 600 Rooms	5 1	5 2	2 8	13 3	75 2	0 3	73 6	1 7	99 67	4 1	145 27	4 0
TYPE												
Hotel	5 9	6 2	3 8	16 2	67 9	3 5	53 9	-0 4	92 57	2 5	145 69	2 3
Motor Hotel	4 8	4 3	6 8	2 3	61 3	-	57 4	1 6	55 95	4 2	79 06	4 7
Economy	1 7	1 1	*	4 6	61 8	4 7	69 2	-7 2	37 23	-2 8	42 99	-2 2
All Suites	7 7	7 6	*	*	69 3	-0 4	*	*	71 21	4 9	77 31	4 9

* Insufficient Response

VARIATION REPORT - NOVEMBER 1989 COMPARED WITH NOVEMBER 1988

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	6.1	6.4	4.5	5.9	0.1	9.4	2.8	3.2	1.7	6.9	0.7	3.6	-0.5
CENSUS REGION													
Northeast	3.6	3.9	1.9	2.2	0.9	7.9	4.7	4.9	2.6	9.1	3.2	5.5	3.9
North Central	1.0	0.3	1.5	4.3	-7.7	8.7	4.1	3.4	2.0	11.5	2.4	3.3	-4.2
South	7.2	7.5	5.8	8.2	-0.7	9.2	3.1	3.4	1.6	5.4	-	3.8	-1.7
West	11.1	12.0	8.1	8.8	5.5	33.8	1.0	1.8	1.0	7.9	-13.7	-9.3	-16.3
CENSUS DIVISION													
New England	-2.1	0.9	-7.9	-4.7	-14.2	-10.5	3.7	6.9	0.3	2.0	-3.3	8.4	3.0
Middle Atlantic	4.0	4.1	2.4	2.5	2.1	9.0	4.4	4.5	2.6	9.4	3.1	5.1	3.8
South Atlantic	5.0	5.0	4.0	6.5	-2.7	8.8	1.8	1.8	-0.9	4.3	-2.2	2.2	-5.1
East North Central	-2.3	-3.2	-1.8	0.5	-8.9	6.2	5.6	4.6	4.2	13.3	6.6	8.1	-1.1
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	4.7	4.2	4.9	8.4	-6.3	13.0	2.5	2.0	-0.4	9.5	-3.9	-3.5	-7.3
West South Central	13.3	13.6	12.2	14.0	7.1	11.0	7.1	7.5	9.6	9.0	8.0	8.9	10.5
Pacific	11.1	12.0	8.1	8.8	5.5	33.8	1.0	1.8	1.0	7.9	-13.7	-9.3	-16.3
AFFILIATION													
Chain	7.6	6.5	7.6	9.2	3.5	23.2	8.2	7.1	4.9	16.1	0.5	-2.5	-3.4
Independent	13.7	13.0	15.3	18.0	9.0	*	-4.1	-4.8	7.0	*	*	*	*
LOCATION													
Center City	4.6	7.2	-2.2	8.4	-24.1	27.5	12.4	15.3	5.3	19.2	*	*	*
Suburban	0.8	-2.0	16.1	17.9	9.3	40.2	2.3	-0.6	7.9	29.0	-0.2	-12.0	0.1
Airport	12.8	11.4	20.1	15.6	31.0	12.0	3.2	1.8	14.5	6.3	-2.7	0.6	*
Highway	5.9	6.4	4.2	5.6	-0.2	9.0	2.6	3.0	1.4	6.8	0.7	3.9	-0.4
Resort	13.2	13.8	11.7	11.2	12.9	18.0	6.7	7.2	3.4	12.2	0.1	-0.8	0.5
SIZE													
Under 150 Rooms	6.8	8.0	2.1	4.4	-4.0	-6.2	2.8	4.1	0.4	-1.9	10.5	8.6	10.4
150 - 299 Rooms	7.6	9.1	4.8	6.1	0.8	2.9	4.4	5.8	0.8	0.3	-0.1	3.0	-1.6
300 - 600 Rooms	8.6	9.8	5.0	6.6	-0.3	13.3	2.2	3.3	-1.6	5.1	-3.4	1.8	-8.1
Over 600 Rooms	3.2	1.9	4.3	5.4	0.7	12.9	3.8	2.5	5.6	13.4	2.7	4.7	5.1
TYPE													
Hotel	9.4	8.6	9.3	11.1	4.9	21.4	5.5	4.7	-1.9	10.2	-0.9	-2.2	-3.8
Motor Hotel	6.3	3.5	13.6	16.2	7.6	25.4	11.0	8.1	20.2	20.1	9.5	-3.9	-0.7
Economy	*	*	*	*	*	*	*	*	*	*	*	*	
All Suites	*	*	*	*	*	*	*	*	*	*	*	*	*

* Insufficient Response

FOOD AND BEVERAGE REPORT - NOVEMBER 1989 COMPARED WITH NOVEMBER 1988

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 50.39	$ 49.57	$ 13.73	$ 13.35	0.30	0.31	0.21	0.21	47.3	48.0	$ 9.07	$ 8.82	2.3
CENSUS REGION													
Northeast	$ 60.76	$ 59.22	$ 17.99	$ 18.60	0.26	0.26	0.20	0.20	47.7	47.3	$ 11.57	$ 11.62	3.1
North Central	46.34	45.41	11.42	10.52	0.32	0.33	0.22	0.22	41.6	41.7	5.60	5.17	-4.9
South	43.89	43.20	12.81	12.00	0.32	0.32	0.22	0.22	47.4	48.9	8.28	7.85	1.2
West	54.70	54.18	11.58	11.19	0.35	0.36	0.23	0.23	52.2	57.8	7.91	8.71	7.2
CENSUS DIVISION													
New England	$ 47.01	$ 46.85	$ 10.15	$ 10.21	0.40	0.41	0.32	0.31	47.6	45.3	$ 9.21	$ 9.33	-4.8
Middle Atlantic	61.67	60.11	18.45	19.14	0.26	0.26	0.19	0.19	47.7	47.4	11.68	11.73	3.6
South Atlantic	47.62	48.04	13.83	13.05	0.32	0.32	0.22	0.22	48.0	50.0	8.98	8.59	0.5
East North Central	45.64	43.78	10.89	9.42	0.34	0.35	0.24	0.24	43.1	42.1	6.41	5.19	-18.7
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	47.06	47.27	11.83	11.70	0.29	0.31	0.20	0.20	40.2	41.3	4.86	5.15	9.7
West South Central	34.92	31.85	10.48	9.54	0.32	0.33	0.21	0.23	45.4	45.3	6.63	6.09	2.9
Pacific	54.70	54.18	11.58	11.19	0.35	0.36	0.23	0.23	52.2	57.8	7.91	8.71	7.2
AFFILIATION													
Chain	$ 49.69	$ 47.35	$ 16.90	$ 14.93	0.31	0.31	0.22	0.23	42.6	43.0	$ 10.44	$ 9.55	-4.2
Independent	97.85	91.47	*	*	*	*	*	*	*	*	*	*	*
LOCATION													
Center City	$ 48.05	$ 45.64	$ 19.68	$ 15.45	*	*	*	*	*	*	$ *	$ *	-14.6
Suburban	21.45	19.88	10.07	8.02	0.37	0.37	0.21	0.23	53.9	58.1	6.95	6.22	-6.3
Airport	22.05	19.26	11.48	10.34	*	*	*	*	*	*	*	*	4.1
Highway	*	*	*	*	*	*	*	*	*	*	*	*	*
Resort	114.47	110.73	18.98	17.91	0.32	0.33	0.22	0.22	32.8	32.9	9.09	8.58	5.8
SIZE													
Under 150 Rooms	$ 53.76	$ 53.57	$ 10.62	$ 10.13	0.42	0.41	0.29	0.30	45.4	43.3	$ 7.01	$ 7.22	2.1
150 - 299 Rooms	42.84	42.49	12.13	11.69	0.32	0.32	0.24	0.24	46.5	46.1	8.21	7.90	1.1
300 - 600 Rooms	47.28	48.03	12.82	12.30	0.31	0.31	0.22	0.22	46.3	49.6	8.01	7.73	1.3
Over 600 Rooms	58.26	55.16	16.38	16.32	0.28	0.28	0.19	0.18	48.4	48.2	10.97	10.79	4.5
TYPE													
Hotel	$ 75.59	$ 77.08	$ 18.93	$ 17.13	0.31	0.32	0.22	0.22	42.0	41.4	$ 11.08	$ 10.03	-0.9
Motor Hotel	24.36	20.26	10.00	7.92	0.42	0.41	0.22	0.26	43.5	48.4	6.39	6.03	-2.4
Economy	*	*	*	*	*	*	*	*	*	*	*	*	*
All Suites	*	*	*	*	*	*	*	*	*	*	*	*	*

* Insufficient Response

YEAR TO DATE VARIATION REPORT - AS OF NOVEMBER 1989

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.7	5.8	3.9	4.8	1.3	11.8	3.4	3.5	2.6	10.7	4.5	5.2	2.7
CENSUS REGION													
Northeast	1.9	1.7	1.3	2.3	-1.4	7.0	5.6	5.3	4.4	10.8	8.6	8.4	7.4
North Central	1.4	0.9	1.6	2.9	-2.3	8.2	3.7	3.2	2.4	10.1	3.5	4.5	0.9
South	7.9	8.2	5.1	5.8	3.0	15.8	4.4	4.7	1.7	12.1	2.6	3.9	0.8
West	7.8	8.2	6.3	7.3	3.1	11.1	1.0	1.4	2.9	2.5	0.9	4.6	-0.5
CENSUS DIVISION													
New England	-0.6	-1.0	0.1	1.9	-4.4	3.1	3.9	3.5	5.8	9.9	5.5	6.4	7.8
Middle Atlantic	2.4	2.2	1.5	2.3	-1.1	7.4	5.7	5.5	4.3	10.7	9.0	8.6	7.3
South Atlantic	8.8	9.4	5.1	5.6	3.5	16.9	4.6	5.2	0.7	12.2	2.4	3.5	-
East North Central	1.5	1.4	0.3	1.4	-2.9	9.5	4.1	4.0	1.5	11.5	3.5	5.5	-0.3
East South Central	-8.3	-10.0	*	*	*	*	-0.3	-2.1	*	*	*	*	*
West North Central	1.3	-0.1	4.0	5.6	-1.2	4.2	3.0	1.6	4.2	5.9	3.4	2.4	3.3
West South Central	5.1	4.9	5.2	6.7	0.9	10.0	3.2	3.0	4.5	9.0	2.5	4.5	2.6
Mountain	0.6	1.2	-4.9	-2.6	-11.4	-0.5	-1.5	-0.9	-8.1	-5.3	0.4	3.3	-2.2
Pacific	9.5	10.1	7.3	8.2	4.5	16.3	0.8	1.5	3.9	6.1	0.9	4.6	-0.3
AFFILIATION													
Chain	6.1	6.4	3.4	4.3	1.1	17.7	3.0	3.3	-0.1	13.6	3.4	5.6	0.4
Independent	4.5	3.7	5.9	5.8	6.0	4.4	3.7	2.9	3.4	4.3	10.2	6.7	9.9
LOCATION													
Center City	2.5	5.1	-3.5	-1.5	-7.7	18.0	0.1	2.6	-6.7	12.1	-0.7	6.9	-4.9
Suburban	8.4	8.2	6.8	7.8	2.7	20.0	3.4	3.2	0.9	13.7	5.6	1.6	5.3
Airport	7.6	6.5	12.8	12.9	12.7	9.1	3.4	2.3	8.0	5.1	6.2	8.4	6.4
Highway	6.1	5.1	9.8	12.3	0.2	6.3	4.2	3.2	4.7	-	-1.3	-3.7	-1.9
Resort	5.1	4.5	5.2	4.8	6.1	12.1	5.2	4.5	4.8	13.6	8.4	10.3	5.6
SIZE													
Under 150 Rooms	5.2	5.6	2.8	3.5	0.7	10.0	3.5	3.9	4.1	12.1	7.9	7.6	8.4
150 - 299 Rooms	6.2	6.4	4.7	5.7	1.9	9.0	2.7	3.0	2.6	6.2	2.6	4.1	2.3
300 - 600 Rooms	6.0	6.1	4.7	5.7	1.8	12.2	3.6	3.7	2.0	10.1	1.9	2.5	-0.3
Over 600 Rooms	5.1	5.2	2.8	3.6	0.4	13.3	4.0	4.1	3.0	13.4	6.7	7.1	4.9
TYPE													
Hotel	5.9	6.2	3.8	4.2	2.8	16.2	2.3	2.5	-0.4	12.8	3.8	6.5	-0.2
Motor Hotel	4.8	4.3	6.8	8.3	2.4	2.3	4.7	4.2	5.5	0.2	4.5	3.3	5.1
Economy	1.7	1.1	*	*	*	4.6	-2.2	-2.8	*	-5.3	*	*	*
All Suites	7.7	7.6	*	*	*	*	4.9	4.9	*	*	*	*	*

* Insufficient Response

TWELVE MONTH ROOMS REPORT - AS OF NOVEMBER 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	988	1989	1988	1989	1988	1989	1988
TOTAL	66 7	66 0	64 2	63 3	$ 72 63	$ 70 14	$ 50 91	$ 49 25	$ 18 61	$ 17 69	21 4	21 2
CENSUS REGION												
Northeast	70 7	72 7	47 0	46 0	$113 94	$108 07	$ 81 01	$ 77 21	$ 26 45	$ 24 36	22 3	21 7
North Central	60 6	61 5	40 5	39 9	55 99	54 31	40 47	39 56	13 51	12 92	23 9	23 6
South	67 8	65 6	79 9	80 1	64 66	61 85	42 01	40 19	15 68	15 13	19 6	19 8
West	64 0	63 8	59 2	57 8	67 40	66 39	47 92	47 16	15 55	14 87	24 6	24 5
CENSUS DIVISION												
New England	60 2	63 6	39 7	37 6	$ 80 72	$ 77 83	$ 60 40	$ 58 45	$ 19 38	$ 18 10	22 5	22 1
Middle Atlantic	74 0	75 5	48 0	47 1	122 50	116 02	83 70	79 68	27 76	25 54	22 3	21 6
South Atlantic	70 9	68 6	91 1	91 3	68 09	64 84	41 76	39 72	16 60	16 05	19 7	20 0
East North Central	61 1	62 3	38 2	37 5	57 02	54 85	42 28	41 08	13 70	12 97	23 4	23 1
East South Central	44 0	48 0	*	*	43 58	44 14	*	*	*	*	*	*
West North Central	59 7	60 2	45 3	45 0	54 15	53 33	36 86	36 49	13 09	12 79	25 0	24 8
West South Central	61 5	59 6	50 2	51 3	56 55	54 93	42 92	41 78	13 05	12 56	19 1	18 8
Mountain	57 1	55 7	42 9	41 2	51 20	51 50	36 07	36 68	13 67	13 57	26 7	26 7
Pacific	67 1	67 8	61 0	59 7	73 54	72 41	49 05	48 18	16 25	15 39	24 0	23 8
AFFILIATION												
Chain	66 2	64 3	49 9	50 0	$ 69 78	$ 67 47	$ 51 35	$ 49 48	$ 15 76	$ 14 98	18 8	18 5
Independent	55 4	55 3	87 6	86 7	105 81	103 84	62 48	62 74	21 29	19 85	26 6	27 7
LOCATION												
Center City	62 4	60 9	43 2	47 6	$ 67 53	$ 65 86	$ 53 33	$ 51 35	$ 16 36	$ 15 39	21 3	20 4
Suburban	67 4	64 9	43 9	41 8	64 89	62 70	43 83	42 73	14 98	14 74	20 0	20 5
Airport	70 7	68 0	34 0	34 4	50 42	49 42	37 42	37 13	13 63	12 59	24 0	22 8
Highway	58 4	57 2	61 3	64 4	45 72	44 43	30 56	29 59	11 33	11 74	22 1	22 9
Resort	60 8	60 6	87 2	84 6	122 69	117 81	73 93	72 24	20 89	19 10	15 8	15 7
SIZE												
Under 150 Rooms	63 1	62 5	62 4	61 3	$ 50 24	$ 48 38	$ 33 62	$ 32 60	$ 15 51	$ 14 48	29 8	29 2
150 - 299 Rooms	63 7	62 6	57 7	56 0	61 68	59 94	42 31	41 63	15 63	15 07	21 7	21 7
300 - 600 Rooms	67 2	66 4	60 9	61 0	76 26	73 59	52 12	50 30	16 05	15 62	19 4	19 6
Over 600 Rooms	73 8	73 5	73 3	72 2	99 77	95 65	62 45	59 82	23 69	22 10	21 4	21 0
TYPE												
Hotel	66 6	64 3	54 4	54 1	92 80	90 73	67 15	66 03	16 76	15 78	18 1	17 8
Motor Hotel	59 2	59 2	57 5	56 9	55 11	52 89	37 46	35 83	12 89	12 45	20 9	21 0
Economy	60 1	57 2	*	*	36 46	37 51	*	*	*	*	*	*
All Suites	67 3	67 9	*	*	72 12	69 02	*	*	*	*	*	*

* Insufficient Response

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF NOVEMBER 1989

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 43.74	$ 42.65	$ 12.36	$ 11.92	0.31	0.31	0.21	0.21	48.6	48.4	$ 8.29	$ 8.01	1.1
CENSUS REGION													
Northeast	$ 49.99	$ 47.88	$ 16.10	$ 15.66	0.28	0.28	0.20	0.20	54.3	52.8	$ 11.84	$ 11.24	-1.7
North Central	42.93	41.91	9.79	9.40	0.32	0.33	0.23	0.24	43.0	43.2	5.55	5.37	-1.1
South	39.49	38.82	11.86	11.38	0.32	0.32	0.21	0.21	45.8	46.3	7.52	7.33	1.6
West	48.55	47.17	11.42	10.93	0.31	0.33	0.23	0.23	52.1	52.1	7.19	6.94	4.2
CENSUS DIVISION													
New England	$ 48.50	$ 45.85	$ 11.88	$ 11.52	0.33	0.34	0.23	0.24	53.8	52.8	$ 8.95	$ 8.87	-1.6
Middle Atlantic	50.17	48.12	16.67	16.21	0.28	0.28	0.20	0.19	54.3	52.8	12.22	11.54	-1.7
South Atlantic	43.45	43.14	12.68	12.13	0.31	0.32	0.21	0.21	45.7	46.0	7.96	7.69	0.8
East North Central	40.80	40.21	9.46	9.03	0.33	0.34	0.24	0.24	43.0	43.2	5.51	5.29	-3.6
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	47.40	45.50	10.34	10.06	0.31	0.31	0.21	0.22	42.9	43.3	5.61	5.53	3.4
West South Central	28.86	27.62	9.31	8.94	0.33	0.33	0.21	0.21	46.3	47.5	6.07	6.11	4.4
Mountain	30.09	32.74	8.88	9.07	0.33	0.33	0.25	0.24	48.3	45.7	5.42	5.23	-0.2
Pacific	50.97	49.06	11.62	11.09	0.31	0.33	0.23	0.23	53.1	54.1	7.72	7.48	4.6
AFFILIATION													
Chain	$ 44.18	$ 44.24	$ 13.25	$ 12.86	0.31	0.31	0.22	0.22	41.2	40.8	$ 7.48	$ 7.24	0.1
Independent	92.53	89.49	12.07	11.01	0.35	0.36	0.27	0.27	37.1	35.2	2.54	2.24	-2.8
LOCATION													
Center City	$ 55.13	$ 59.07	$ 15.16	$ 14.53	0.30	0.32	0.24	0.26	47.5	45.7	$ 11.35	$ 10.54	-5.2
Suburban	24.16	23.94	6.92	6.66	0.34	0.34	0.22	0.21	57.8	56.3	4.33	4.24	6.1
Airport	20.32	18.82	7.29	6.82	0.35	0.35	0.21	0.23	51.6	53.3	*	*	1.3
Highway	25.67	24.52	7.45	7.17	0.33	0.35	0.23	0.22	37.8	39.2	*	*	-0.3
Resort	102.57	97.91	14.95	13.99	0.33	0.32	0.23	0.23	31.9	31.9	6.13	5.76	-1.5
SIZE													
Under 150 Rooms	$ 47.12	$ 45.27	$ 9.29	$ 8.65	0.36	0.37	0.26	0.27	44.4	43.4	$ 5.23	$ 4.77	-4.0
150 - 299 Rooms	37.64	36.68	10.06	9.65	0.33	0.34	0.23	0.24	46.7	46.7	6.52	6.26	0.9
300 - 600 Rooms	44.22	43.37	12.42	12.06	0.31	0.32	0.22	0.22	46.6	46.8	7.72	7.66	2.7
Over 600 Rooms	47.87	46.48	15.19	14.70	0.28	0.28	0.19	0.19	52.0	51.4	11.04	10.56	0.6
TYPE													
Hotel	$ 70.05	$ 70.32	$ 16.10	$ 15.33	0.32	0.32	0.23	0.23	40.9	40.1	$ 8.46	$ 8.02	-0.8
Motor Hotel	27.07	25.67	5.75	5.36	0.36	0.36	0.22	0.22	39.9	41.1	2.58	2.48	-2.1
Economy	43.24	42.13	12.33	11.90	0.30	0.31	0.21	0.21	49.1	48.9	8.40	8.13	1.2
All Suites	*	*	*	*	*	*	*	*	*	*	*	*	*

* Insufficient Response

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF NOVEMBER 1989

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 44.85	$ 43.75	$ 12.54	$ 12.12	0.31	0.31	0.21	0.21	48.2	47.9	$ 8.34	$ 8.07	1.3
CENSUS REGION													
Northeast	$ 51.34	$ 49.34	$ 16.31	$ 15.93	0.28	0.28	0.20	0.20	53.3	51.4	$ 11.72	$ 11.10	-1.1
North Central	44.30	43.27	9.87	9.52	0.33	0.33	0.23	0.23	42.4	42.6	5.55	5.40	-0.4
South	40.25	39.52	11.97	11.50	0.32	0.32	0.21	0.21	45.7	46.2	7.58	7.41	1.9
West	50.02	48.51	11.65	11.17	0.32	0.33	0.23	0.23	51.2	51.3	7.49	7.25	4.1
CENSUS DIVISION													
New England	$ 51.83	$ 48.63	$ 12.34	$ 11.95	0.33	0.34	0.23	0.24	52.5	51.1	$ 9.08	$ 8.94	-1.5
Middle Atlantic	51.29	49.42	16.86	16.47	0.28	0.28	0.20	0.19	53.4	51.5	12.07	11.38	-1.0
South Atlantic	44.14	43.78	12.78	12.23	0.31	0.32	0.21	0.21	45.7	46.0	8.02	7.77	1.0
East North Central	41.61	41.11	9.45	9.11	0.33	0.34	0.24	0.24	42.9	43.0	5.53	5.35	-2.7
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	49.77	47.71	10.53	10.22	0.31	0.32	0.22	0.22	41.6	42.1	5.58	5.48	3.4
West South Central	29.87	28.54	9.45	9.16	0.33	0.33	0.21	0.21	45.9	47.3	6.13	6.19	5.0
Mountain	36.87	39.05	10.88	11.10	0.34	0.34	0.23	0.23	47.3	46.5	7.00	6.99	-0.1
Pacific	52.00	49.96	11.73	11.18	0.32	0.33	0.23	0.23	52.8	53.5	7.67	7.35	4.5
AFFILIATION													
Chain	$ 45.64	$ 45.48	$ 13.49	$ 13.01	0.32	0.31	0.22	0.22	41.2	41.1	$ 7.67	$ 7.45	0.4
Independent	94.02	90.78	12.30	11.29	0.36	0.36	0.27	0.27	*	*	*	*	-3.0
LOCATION													
Center City	$ 58.45	$ 61.31	$ 15.62	$ 14.74	*	*	*	*	*	*	$ *	$ *	-5.0
Suburban	25.28	25.17	*	*	0.34	0.34	0.22	0.21	56.7	55.7	*	*	6.1
Airport	20.46	18.85	*	*	*	*	*	*	*	*	*	*	*
Highway	26.18	25.20	*	*	*	*	*	*	*	*	*	*	*
Resort	102.51	97.57	15.12	14.19	0.33	0.32	0.23	0.23	32.7	32.9	6.41	6.07	-1.3
SIZE													
Under 150 Rooms	$ 48.22	$ 46.23	$ 9.44	$ 8.75	0.36	0.37	0.26	0.27	43.9	43.2	$ 5.27	$ 4.83	-3.9
150 - 299 Rooms	38.48	37.51	10.11	9.73	0.33	0.34	0.23	0.24	46.4	46.4	6.51	6.28	1.4
300 - 600 Rooms	45.56	44.60	12.57	12.23	0.31	0.32	0.22	0.22	46.0	46.3	7.76	7.72	3.0
Over 600 Rooms	48.95	47.66	15.49	15.04	0.28	0.28	0.19	0.19	51.6	50.6	11.16	10.63	0.6
TYPE													
Hotel	71.90	71.75	16.21	15.40	0.32	0.32	0.23	0.23	40.7	40.4	8.55	8.16	-0.6
Motor Hotel	27.85	26.47	5.82	5.42	0.36	0.36	0.23	0.23	39.6	40.8	2.62	2.51	-1.9
Economy	$ 44.35	$ 43.23	$ 12.50	$ 12.10	0.31	0.31	0.21	0.21	48.6	48.3	$ 8.44	$ 8.16	1.5
All Suites	*	*	*	*	*	*	*	*	*	*	*	*	*

* Insufficient Response

TWELVE-MONTH VARIATION REPORT - AS OF NOVEMBER 1989

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.7	6.0	4.0	4.9	1.3	9.9	3.3	3.6	2.5	8.5	4.7	5.2	2.9
CENSUS REGION													
Northeast	2.3	2.2	1.4	2.3	-1.2	7.5	5.6	5.4	4.1	10.7	9.0	8.6	7.8
North Central	1.4	1.1	1.9	3.2	-1.8	3.3	3.4	3.1	2.4	4.8	3.5	4.6	1.0
South	7.9	8.2	5.3	6.1	3.0	14.8	4.2	4.5	1.8	11.1	2.6	3.6	0.8
West	7.3	8.1	6.0	7.0	3.0	-3.2	0.8	1.5	3.1	-10.2	1.6	4.6	-0.6
CENSUS DIVISION													
New England	-0.4	-1.0	0.4	1.9	-3.3	9.4	4.4	3.7	6.6	17.0	6.1	7.1	9.3
Middle Atlantic	2.8	2.8	1.5	2.4	-1.0	7.3	5.6	5.6	3.8	10.1	9.3	8.7	7.6
South Atlantic	8.8	9.4	5.1	5.8	3.4	15.8	4.4	5.0	0.8	11.2	2.5	3.4	0.1
East North Central	1.4	1.6	0.4	1.5	-2.6	3.3	3.7	4.0	1.2	4.8	3.4	5.6	-0.5
East South Central	-6.9	-9.5	*	*	*	*	1.6	-1.3	*	*	*	*	*
West North Central	1.6	0.1	4.5	6.1	-0.3	3.2	3.0	1.5	4.3	4.6	3.7	2.3	3.6
West South Central	5.3	5.0	5.7	7.3	1.5	9.6	3.2	2.9	4.7	8.3	2.1	3.9	2.2
Mountain	-0.8	1.1	-4.2	-2.6	-8.4	-16.0	-2.5	-0.6	-5.6	-18.6	1.6	0.7	-3.0
Pacific	9.4	10.1	7.3	8.1	4.5	15.7	0.9	1.6	4.1	5.6	1.9	5.6	0.2
AFFILIATION													
Chain	6.4	6.7	4.1	5.0	1.6	15.3	3.1	3.4	0.4	11.1	3.0	5.2	0.3
Independent	3.5	2.4	5.4	5.3	5.6	4.8	3.0	1.9	3.6	4.5	11.8	7.3	*
LOCATION													
Center City	3.0	5.0	-1.7	0.2	-5.6	16.7	0.6	2.5	-4.7	11.1	-0.4	6.3	*
Suburban	8.9	8.9	6.6	8.0	1.4	20.1	3.5	3.5	0.4	13.5	5.3	1.6	4.1
Airport	8.1	6.8	14.1	14.4	13.3	9.3	3.3	2.0	8.5	4.7	5.7	8.3	*
Highway	5.7	4.7	8.9	11.7	*	8.8	3.9	2.9	3.9	2.1	-1.4	-3.5	*
Resort	4.7	4.0	5.1	4.7	6.1	9.8	4.8	4.1	5.1	10.9	7.6	9.4	5.3
SIZE													
Under 150 Rooms	5.5	5.9	3.3	4.0	1.1	8.4	3.5	3.8	4.3	10.1	7.4	7.1	7.8
150 - 299 Rooms	6.3	6.5	4.9	5.8	2.2	9.5	2.7	2.9	2.6	6.4	2.4	3.7	2.1
300 - 600 Rooms	6.0	6.1	4.8	5.8	1.9	10.8	3.5	3.6	2.2	8.5	2.2	2.8	-
Over 600 Rooms	5.1	5.6	2.7	3.6	0.1	9.6	3.8	4.3	2.7	9.5	7.2	7.2	5.3
TYPE													
Hotel	5.8	6.0	4.1	4.5	3.2	14.7	2.1	2.3	0.2	11.0	3.6	6.2	-0.3
Motor Hotel	5.1	4.7	6.7	8.3	2.4	2.6	4.6	4.2	5.2	0.3	4.8	3.5	5.2
Economy	3.0	1.6	*	*	*	*	-1.5	-2.8	*	*	*	*	*
All Suites	5.7	6.6	*	*	*	*	3.6	4.5	*	*	*	*	*

* Insufficient Response

TWELVE MONTH TREND REPORT - AS OF NOVEMBER 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	NOV	% CHG	NOV	% CHG	NOV	% CHG	NOV	% CHG
TOTAL	5.7	6.0	4.0	9.9	66.7	1.1	64.2	1.4	$ 72.63	3.6	$102.66	3.3
CENSUS REGION												
Northeast	2.3	2.2	1.4	7.5	70.7	-2.8	47.0	2.2	$113.94	5.4	$164.17	5.6
North Central	1.4	1.1	1.9	3.3	60.6	-1.5	40.5	1.5	55.99	3.1	86.20	3.4
South	7.9	8.2	5.3	14.8	67.8	3.4	79.9	-0.2	64.66	4.5	90.39	4.2
West	7.3	8.1	6.0	-3.2	64.0	0.3	59.2	2.4	67.40	1.5	91.79	0.8
CENSUS DIVISION												
New England	-0.4	-1.0	0.4	9.4	60.2	-5.3	39.7	5.6	$ 80.72	3.7	$105.64	4.4
Middle Atlantic	2.8	2.8	1.5	7.3	74.0	-2.0	48.0	1.9	122.50	5.6	179.25	5.6
South Atlantic	8.8	9.4	5.1	15.8	70.9	3.4	91.1	-0.2	68.09	5.0	97.56	4.4
East North Central	1.4	1.6	0.4	3.3	61.1	-1.9	38.2	1.9	57.02	4.0	87.50	3.7
East South Central	-6.9	-9.5	*	*	44.0	-8.3	*	*	43.58	-1.3	61.28	1.6
West North Central	1.6	0.1	4.5	3.2	59.7	-0.8	45.3	0.7	54.15	1.5	83.87	3.0
West South Central	5.3	5.0	5.7	9.6	61.5	3.2	50.2	-2.1	56.55	2.9	73.27	3.2
Mountain	-0.8	1.1	-4.2	-16.0	57.1	2.5	42.9	4.1	51.20	-0.6	62.88	-2.5
Pacific	9.4	10.1	7.3	15.7	67.1	-1.0	61.0	2.2	73.54	1.6	102.76	0.9
AFFILIATION												
Chain	6.4	6.7	4.1	15.3	66.2	3.0	49.9	-0.2	69.78	3.4	102.71	3.1
Independent	3.5	2.4	5.4	4.8	55.4	0.2	87.6	1.0	105.81	1.9	171.97	3.0
LOCATION												
Center City	3.0	5.0	-1.7	16.7	62.4	2.5	43.2	-9.2	67.53	2.5	118.94	0.6
Suburban	8.9	8.9	6.6	20.1	67.4	3.9	43.9	5.0	64.89	3.5	82.35	3.5
Airport	8.1	6.8	14.1	9.3	70.7	4.0	34.0	-1.2	50.42	2.0	63.58	3.3
Highway	5.7	4.7	8.9	8.8	58.4	2.1	61.3	-4.8	45.72	2.9	59.33	3.9
Resort	4.7	4.0	5.1	9.8	60.8	0.3	87.2	3.1	122.69	4.1	203.78	4.8
SIZE												
Under 150 Rooms	5.5	5.9	3.3	8.4	63.1	1.0	62.4	1.8	$ 50.24	3.8	$ 61.08	3.5
150 - 299 Rooms	6.3	6.5	4.9	9.5	63.7	1.8	57.7	3.0	61.68	2.9	85.34	2.7
300 - 600 Rooms	6.0	6.1	4.8	10.8	67.2	1.2	60.9	-0.2	76.26	3.6	111.15	3.5
Over 600 Rooms	5.1	5.6	2.7	9.6	73.8	0.4	73.3	1.5	99.77	4.3	146.96	3.8
TYPE												
Hotel	5.8	6.0	4.1	14.7	66.6	3.6	54.4	0.6	92.80	2.3	147.31	2.1
Motor Hotel	5.1	4.7	6.7	2.6	59.2	-	57.5	1.1	55.11	4.2	78.37	4.6
Economy	3.0	1.6	*	*	60.1	5.1	*	*	36.46	-2.8	42.42	-1.5
All Suites	5.7	6.6	*	*	67.3	-0.9	*	*	72.12	4.5	79.72	3.6

* Insufficient Response

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Executive Offices
1845 Walnut Street
Philadelphia, PA 19103

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Laventhol & Horwath
Certified Public Accountants

NATIONAL TREND OF BUSINESS
Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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DECEMBER 1989 COMPARED WITH DECEMBER 1988

YEAR END REVIEW

The occupancy rate for the month of December rose 2.3 percent over last year, reaching 54.0 percent. The year-to-date occupancy rate for 1989 ended at 67.3 percent, a 1.4 percent increase from last year. The total average daily room rate for the month of December increased 4.5 percent to reach a rate of $77.24, compared to the $73.91 posted last year. This was consistent with the total year trends which showed the average room rate rising 3.6 percent, reaching an average rate of $73.13. This 3.6 percent increase was below the increase in inflation.

Regionally, hotels in the southern U.S. experienced the largest growth in occupancies, showing a 3.5 percent increase for the year. The Northeast region ended 1989 with the highest occupancy percent of 71.1, yet this was 2.9 percent below last year's rate. Properties located in resort locations experienced both the greatest occupancy and greatest growth by posting percentages of 71.3 and 2.9, respectively. All Suite properties experienced the highest occupancy rate, 71.1, while Motor Hotel properties showed the largest increase in occupancy, 1.4 percent.

The average room rate was in the $55-65 range for most regions. The Northeast region was the exception with a rate of $114.67, 5.4 percent above last year. Center City properties led the way with room rates averaging $94.61, an increase of 4.1 percent over last year. Hotels displayed the highest rates, while All Suite properties showed the greatest rate percent change.

Food and beverage operations experienced a good year as the number of covers increased 1.1 percent over 1988. Food and beverage per occupied room and average receipt per cover both increased, while both food cost percentage of food sales and beverage cost percentage of beverage sales remained the same. Overall, total food and beverage sales increased 2.7 percent over last year with the Western U.S. showing the largest increase, 8.3 percent.

According to Laventhol & Horwath's quarterly publication, *Hotel Industry Focus*, 1989 total industry receipts reached $55,486,300, a 5.7 percent increase over 1988. The explosive growth in room supply during the 1980's finally began to slow as the decade ended. Room supply increased 2.6 percent during 1989, reaching a total of over 2.8 million rooms in the United States.

Looking ahead to 1990, we forecast a continual slow down in new construction enabling occupancies to rise slowly. However, it will still be difficult to raise rates significantly, and we expect room rate increases will again trail inflation. During the 1990's, we forecast that the slow down in construction will help the hotel industry to become profitable again.

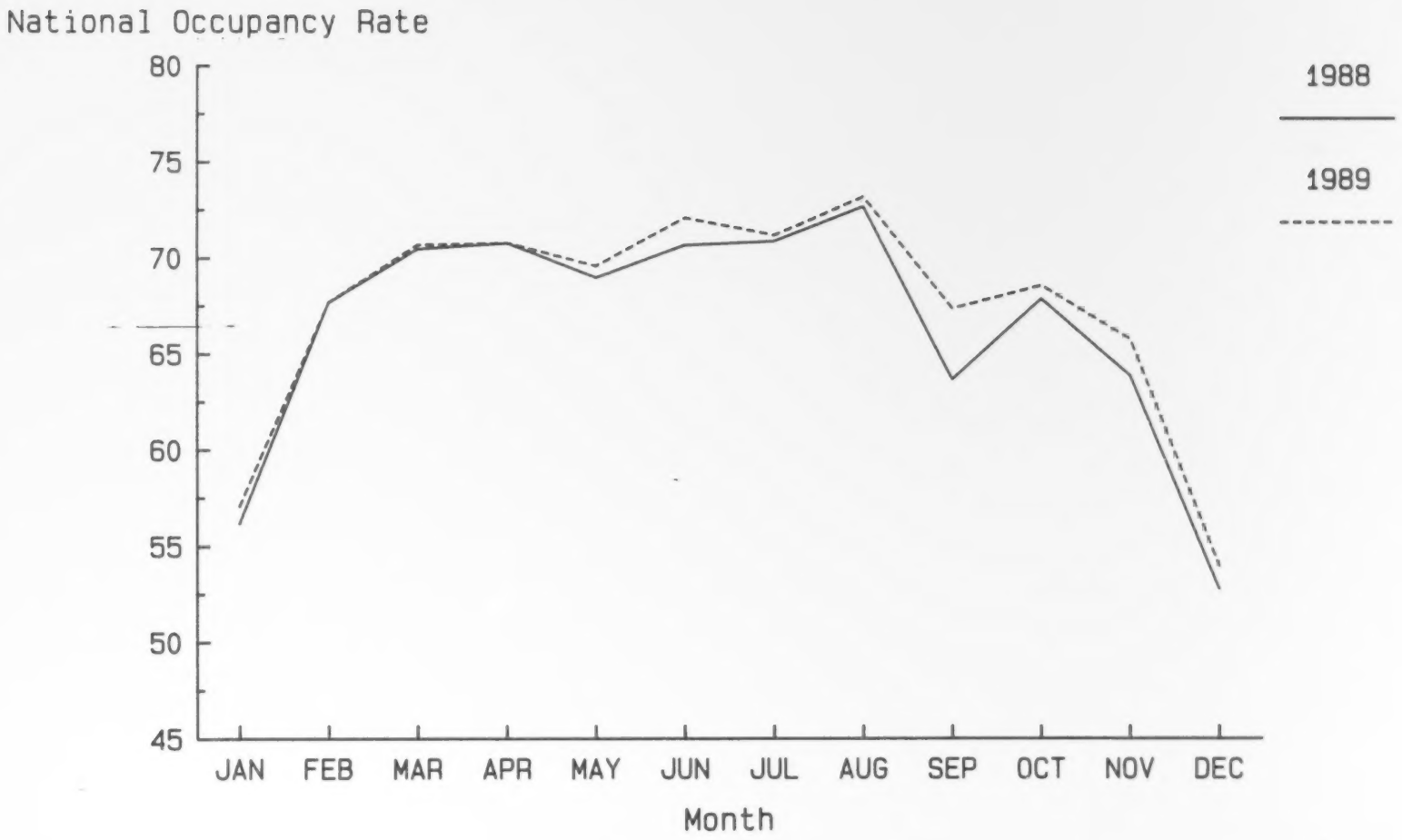
SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	70.9%	1.0%
AFFILIATION:		
Chain	71.2	2.0
Independent	69.9	18.5
CENSUS REGION:		
Northeast	77.2	3.3
North Central	64.7	2.5
South	71.3	0.8
West	66.1	-5.3
CENSUS DIVISION:		
New England	66.5	7.4
Middle Atlantic	77.5	2.4
South Atlantic	74.1	0.8
East North Central	62.6	3.1
East South Central	**	**
West North Central	67.3	2.6
West South Central	65.4	-2.2
Mountain	**	**
Pacific	65.5	-4.9
LOCATION:		
Center City	71.5	19.8
Suburban	66.3	-7.1
Airport	66.3	-6.9
Highway	75.0	0.8
Resort	75.1	3.7
SIZE:		
Under 150 rooms	67.4	1.5
150 to 299 rooms	66.4	-1.3
300 to 600 rooms	72.1	0.7
Over 600 rooms	76.4	2.8
TYPE:		
Hotel	71.8	7.6
Motor Hotel	69.0	1.6
Economy	67.6	-8.9

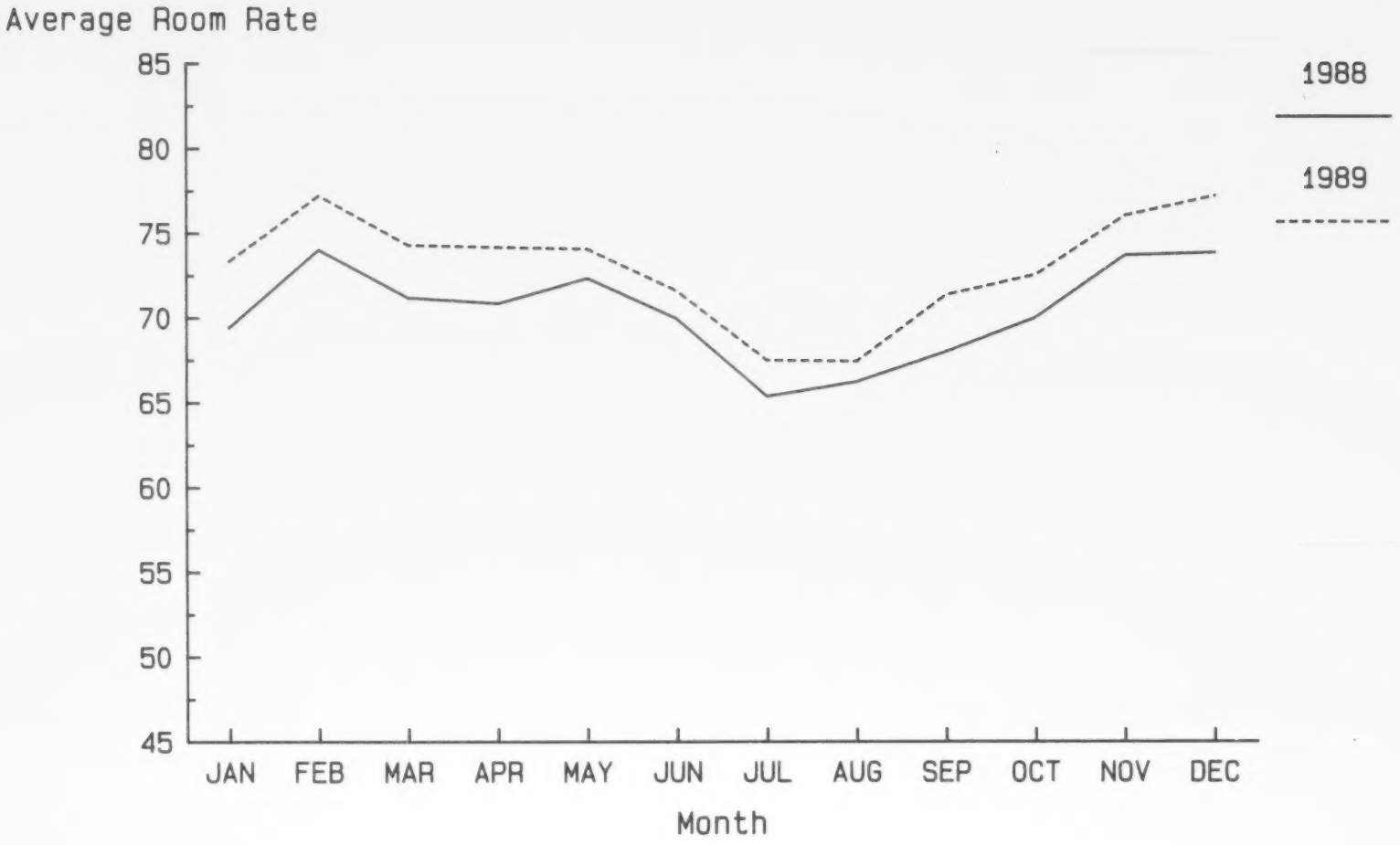
* From Previous Month
** Insufficient Response

Mark Lomanno, Director
Research Division

NATIONAL OCCUPANCY RATE
JANUARY 1988 - DECEMBER 1988
JANUARY 1989 - DECEMBER 1989



NATIONAL AVERAGE ROOM RATE
JANUARY 1988 - DECEMBER 1988
JANUARY 1989 - DECEMBER 1989



ROOMS REPORT - DECEMBER 1989 COMPARED WITH DECEMBER 1988

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	54.0	52.8	64.5	62.8	$ 77.24	$ 73.91	$ 54.78	$ 52.63	$ 22.62	$ 22.17	24.0	24.9
CENSUS REGION:												
Northeast	64.1	64.6	53.7	51.0	$127.31	$119.48	$ 87.39	$ 82.75	$ 31.70	$ 29.93	24.1	24.2
North Central	45.7	47.7	41.7	39.4	54.38	53.28	37.98	38.09	16.65	16.36	31.4	31.2
South	53.9	51.3	75.4	76.2	66.06	62.29	45.39	42.42	17.99	17.99	22.0	23.7
West	50.3	50.0	65.7	61.5	72.78	71.04	45.99	46.32	20.98	21.56	31.3	35.4
CENSUS DIVISION:												
New England	47.0	45.5	34.8	30.0	$ 68.22	$ 65.11	$ 55.84	$ 53.73	$ 22.58	$ 19.16	32.4	29.4
Middle Atlantic	67.1	68.0	54.6	52.2	134.56	125.99	88.80	84.07	32.38	30.78	23.7	24.0
South Atlantic	56.6	54.7	83.7	83.2	70.47	66.96	45.86	44.01	19.01	19.09	22.0	23.4
East North Central	44.9	47.0	39.8	39.1	55.80	54.99	39.93	39.31	17.84	16.92	32.2	31.2
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	46.7	48.7	45.2	40.0	52.46	50.96	34.45	35.71	13.98	14.99	29.5	31.5
West South Central	48.8	45.2	54.1	58.4	56.23	51.76	43.95	37.62	15.53	15.41	22.1	24.7
Pacific	50.3	50.0	65.7	61.5	72.78	71.04	45.99	46.32	20.98	21.56	31.3	35.4
AFFILIATION:												
Chain	54.2	53.5	62.4	59.9	$ 73.98	$ 70.90	$ 54.09	$ 52.23	$ 21.82	$ 21.25	23.7	24.4
Independent	53.1	49.9	74.9	78.0	92.41	88.32	57.89	54.51	27.57	28.31	25.7	27.9
LOCATION:												
Center City	55.1	54.8	56.5	57.6	$101.94	$ 96.89	$ 69.95	$ 65.14	$ 28.13	$ 27.45	24.6	25.5
Suburban	48.5	47.8	48.5	43.5	59.23	57.73	41.31	41.51	17.28	16.86	26.7	27.3
Airport	56.9	53.6	39.1	40.2	54.39	52.52	42.35	41.26	14.54	14.56	24.6	26.0
Highway	52.7	52.5	90.7	83.9	45.86	43.24	28.52	28.17	16.62	14.02	30.5	27.5
Resort	56.1	53.8	98.4	96.6	93.15	86.56	55.08	52.52	19.99	19.94	18.3	19.9
SIZE:												
Under 150 Rooms	50.2	48.4	67.2	64.4	$ 49.63	$ 48.57	$ 31.06	$ 30.68	$ 23.14	$ 19.16	30.4	42.9
150 - 299 Rooms	49.8	49.8	56.9	53.7	64.76	62.07	45.24	44.22	20.98	20.87	26.6	27.8
300 - 600 Rooms	54.1	51.3	56.4	60.2	75.64	73.18	54.51	51.18	20.32	19.48	23.9	24.1
Over 600 Rooms	61.7	61.3	75.5	70.5	107.38	100.43	66.28	63.68	25.04	25.14	21.6	23.2
TYPE:												
Hotel	55.5	54.2	62.5	61.5	$ 93.79	$ 89.61	$ 63.31	$ 60.44	$ 24.19	$ 23.94	23.2	24.4
Motor Hotel	51.6	49.8	69.6	66.4	45.45	43.91	29.99	29.60	13.43	13.08	24.9	25.3
Economy	50.4	51.9	69.6	64.5	40.18	38.53	24.84	24.48	21.77	17.66	61.5	54.3
All Suites	53.4	57.2	76.0	72.1	94.65	85.11	50.30	47.92	25.26	23.16	26.5	25.9

* Insufficient Response

YEAR TO DATE ROOMS REPORT - AS OF DECEMBER 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	67.3	66.4	64.2	63.3	$ 73.13	$ 70.58	$ 51.26	$ 49.57	$ 18.69	$ 17.81	21.3	21.2
CENSUS REGION:												
Northeast	71.1	73.2	47.2	46.2	$114.67	$108.80	$ 81.43	$ 77.50	$ 26.65	$ 24.64	22.4	21.8
North Central	60.9	62.2	40.8	39.8	56.28	54.58	40.50	39.66	13.46	12.91	23.8	23.6
South	68.3	66.0	79.7	79.9	65.09	62.14	42.42	40.48	15.72	15.17	19.5	19.7
West	64.8	64.4	59.2	57.8	68.11	67.15	48.44	47.76	15.38	14.77	24.1	24.1
CENSUS DIVISION:												
New England	61.3	64.4	39.9	37.6	$ 80.11	$ 77.35	$ 60.03	$ 58.08	$ 18.99	$ 17.80	22.3	21.9
Middle Atlantic	74.1	75.9	48.1	47.4	123.41	116.83	84.15	79.98	28.05	25.90	22.4	21.8
South Atlantic	71.6	69.2	90.7	90.9	68.58	65.22	42.17	40.10	16.64	16.12	19.6	20.0
East North Central	61.5	62.9	38.6	37.9	57.41	55.25	42.32	41.11	13.68	12.98	23.4	23.0
East South Central	43.6	47.4	*	*	44.38	45.35	*	*	*	*	*	*
West North Central	60.0	60.9	45.3	44.0	54.28	53.36	36.78	36.66	12.97	12.73	24.9	24.8
West South Central	61.7	59.7	50.3	51.8	56.89	55.04	43.35	41.76	13.09	12.56	19.0	18.8
Mountain	58.7	57.0	39.7	36.1	51.08	51.54	35.75	37.52	12.48	12.08	25.1	24.3
Pacific	67.3	67.7	60.9	59.7	74.13	73.01	49.38	48.49	16.26	15.63	23.8	24.0
AFFILIATION:												
Chain	67.5	66.8	61.9	60.4	$ 70.80	$ 68.29	$ 50.56	$ 49.03	$ 18.14	$ 17.24	21.2	21.0
Independent	66.2	64.5	74.7	77.3	84.78	82.23	54.28	51.89	22.08	21.50	21.6	21.8
LOCATION:												
Center City	66.7	67.0	52.3	52.3	$ 94.61	$ 90.89	$ 67.64	$ 64.51	$ 23.32	$ 21.94	21.9	21.6
Suburban	63.9	62.6	51.6	49.6	59.29	57.74	40.88	40.18	14.05	13.51	22.0	22.0
Airport	68.3	67.4	38.5	39.6	57.17	55.59	45.96	44.79	13.27	12.90	21.4	21.5
Highway	67.2	66.3	92.5	89.1	47.12	45.58	27.24	26.69	12.27	11.26	22.9	21.8
Resort	71.3	69.3	100.3	101.1	87.61	82.71	50.31	47.73	18.89	18.22	18.4	18.8
SIZE:												
Under 150 Rooms	63.8	63.1	62.6	61.5	$ 50.63	$ 48.80	$ 33.72	$ 32.75	$ 15.54	$ 14.36	29.8	28.8
150 - 299 Rooms	64.3	63.3	57.6	55.9	62.13	60.29	42.85	42.06	15.85	15.28	21.7	21.7
300 - 600 Rooms	67.8	66.6	60.6	61.0	76.54	73.85	52.46	50.48	16.14	15.72	19.4	19.6
Over 600 Rooms	74.0	73.7	73.8	72.2	100.22	96.05	62.62	60.10	23.60	22.17	21.3	21.0
TYPE:												
Hotel	67.6	66.8	57.4	57.0	$ 87.77	$ 84.65	$ 61.08	$ 58.78	$ 20.29	$ 19.39	20.9	20.8
Motor Hotel	66.2	65.3	72.0	70.0	46.97	45.46	29.79	29.39	11.81	10.90	22.1	21.1
Economy	66.3	65.9	84.1	84.9	38.57	36.94	21.90	21.11	13.66	12.89	39.7	39.4
All Suites	71.1	70.3	116.1	113.4	86.69	82.46	42.70	41.09	20.19	19.73	19.6	20.1

TREND REPORT DECEMBER 1989 COMPARED WITH DECEMBER 1988

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	DEC	% CHG	DEC	% CHG	DEC	% CHG	DEC	% CHG
TOTAL	5.1	6.5	2.7	2.0	54.0	2.3	64.5	2.7	$ 77.24	4.5	$119.29	3.1
CENSUS REGION:												
Northeast	0.6	1.3	-1.1	2.5	64.1	-0.8	53.7	5.3	$127.31	6.6	$202.19	5.8
North Central	-1.0	-2.7	2.2	-8.7	45.7	-4.2	41.7	5.8	54.38	2.1	102.84	3.8
South	8.3	10.5	3.5	3.7	53.9	5.1	75.4	-1.0	66.06	6.1	95.99	3.9
West	8.7	9.0	8.3	0.3	50.3	0.6	65.7	6.8	72.78	2.4	117.18	2.1
CENSUS DIVISION:												
New England	-3.5	1.8	-13.0	-8.9	47.0	3.3	34.8	16.0	$ 68.22	4.8	$104.55	-0.7
Middle Atlantic	0.8	1.2	-0.4	3.4	67.1	-1.3	54.6	4.6	134.56	6.8	214.18	6.4
South Atlantic	7.2	9.5	2.3	3.3	56.6	3.5	83.7	0.6	70.47	5.2	103.71	3.0
East North Central	-1.1	-3.6	3.1	-10.2	44.9	-4.5	39.8	1.8	55.80	1.5	115.26	4.1
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	-0.8	-1.5	0.2	-1.0	46.7	-4.1	45.2	13.0	52.46	2.9	86.04	3.6
West South Central	11.8	13.7	7.8	5.0	48.8	8.0	54.1	-7.4	56.23	8.6	78.80	6.8
Pacific	8.7	9.0	8.3	0.3	50.3	0.6	65.7	6.8	72.78	2.4	117.18	2.1
AFFILIATION:												
Chain	4.3	5.8	2.0	-0.4	54.2	1.3	62.4	4.2	$ 73.98	4.3	$112.36	2.9
Independent	7.6	9.0	4.9	9.7	53.1	6.4	74.9	-4.0	92.41	4.6	151.54	3.3
LOCATION:												
Center City	1.6	3.2	-0.9	-0.5	55.1	0.5	56.5	-1.9	$101.94	5.2	$161.99	3.7
Suburban	5.8	6.0	4.7	12.2	48.5	1.5	48.5	11.5	59.23	2.6	92.27	2.4
Airport	9.9	11.1	7.5	6.8	56.9	6.2	39.1	-2.7	54.39	3.6	78.17	2.5
Highway	6.8	9.4	0.3	-4.9	52.7	0.4	90.7	8.1	45.86	6.1	60.92	3.6
Resort	8.9	10.0	7.6	3.4	56.1	4.3	98.4	1.9	93.15	7.6	147.76	6.5
SIZE:												
Under 150 Rooms	3.3	4.0	0.8	-1.9	50.2	3.7	67.2	4.3	$ 49.63	2.2	$ 62.10	1.5
150 - 299 Rooms	3.7	5.5	0.8	-0.1	49.8	-	56.9	6.0	64.76	4.3	99.35	2.6
300 - 600 Rooms	9.3	9.4	9.2	8.6	54.1	5.5	56.4	-6.3	75.64	3.4	127.26	3.3
Over 600 Rooms	3.0	5.6	-1.7	-1.6	61.7	0.7	75.5	7.1	107.38	6.9	164.15	4.3
TYPE:												
Hotel	5.0	6.6	2.8	2.0	55.5	2.4	62.5	1.6	$ 93.79	4.7	$134.02	3.1
Motor Hotel	5.1	6.5	0.5	-4.4	51.6	3.6	69.6	4.8	45.45	3.5	56.51	2.1
Economy	7.1	7.3	1.7	5.0	50.4	-2.9	69.6	7.9	40.18	4.3	42.95	4.1
All Suites	4.2	2.6	8.6	20.5	53.4	-6.6	76.0	5.4	94.65	11.2	118.38	13.0

* Insufficient Response
- No Change

YEAR TO DATE TREND REPORT - AS OF DECEMBER 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	DEC	% CHG	DEC	% CHG	DEC	% CHG	DEC	% CHG
TOTAL	5.6	5.9	3.8	11.2	67.3	1.4	64.2	1.4	$ 73.13	3.6	$103.14	3.4
CENSUS REGION:												
Northeast	1.8	1.7	1.1	6.7	71.1	-2.9	47.2	2.2	$114.67	5.4	$165.34	5.6
North Central	1.3	0.7	1.6	6.9	60.9	-2.1	40.8	2.5	56.28	3.1	86.79	3.7
South	7.9	8.3	5.0	15.2	68.3	3.5	79.7	-0.3	65.09	4.7	90.79	4.3
West	7.8	8.2	6.5	10.6	64.8	0.6	59.2	2.4	68.11	1.4	92.07	1.1
CENSUS DIVISION:												
New England	-0.7	-0.9	-0.7	2.3	61.3	-4.8	39.9	6.1	$ 80.11	3.6	$103.12	3.7
Middle Atlantic	2.2	2.1	1.3	7.1	74.1	-2.4	48.1	1.5	123.41	5.6	181.07	5.8
South Atlantic	8.7	9.4	4.9	16.3	71.6	3.5	90.7	-0.2	68.58	5.2	98.09	4.5
East North Central	1.3	1.1	0.6	7.8	61.5	-2.2	38.6	1.8	57.41	3.9	89.04	4.1
East South Central	-8.4	-10.1	*	*	43.6	-8.0	*	*	44.38	-2.1	59.50	-0.4
West North Central	1.1	-0.2	3.6	3.9	60.0	-1.5	45.3	3.0	54.28	1.7	82.77	3.0
West South Central	5.6	5.4	5.5	9.6	61.7	3.4	50.3	-2.9	56.89	3.4	73.49	3.5
Mountain	0.6	1.2	-4.9	-0.5	58.7	3.0	39.1	10.0	51.08	-0.9	58.10	-1.5
Pacific	9.4	10.1	7.4	15.2	67.3	-0.6	60.9	2.0	74.13	1.5	104.08	0.9
AFFILIATION:												
Chain	5.3	5.7	3.0	9.4	67.5	1.0	61.9	2.5	$ 70.80	3.7	$ 97.26	3.2
Independent	7.1	6.6	6.1	16.0	66.2	2.6	74.7	-3.4	84.78	3.1	132.60	3.5
LOCATION:												
Center City	3.2	3.3	2.1	7.6	66.7	-0.4	52.3	-	$ 94.61	4.1	$134.39	4.1
Suburban	5.8	6.2	3.3	13.8	63.9	2.1	51.6	4.0	59.29	2.7	80.09	2.3
Airport	6.2	7.8	0.7	9.7	68.3	1.3	38.5	-2.8	57.17	2.8	76.61	1.3
Highway	6.5	6.7	5.2	10.7	67.2	1.4	92.5	3.8	47.12	3.4	58.86	3.2
Resort	9.3	9.4	7.4	16.5	71.3	2.9	100.3	-0.8	87.61	5.9	136.00	5.8
SIZE:												
Under 150 Rooms	5.1	5.5	2.6	9.2	63.8	1.1	62.6	1.8	$ 50.63	3.8	$ 61.43	3.4
150 - 299 Rooms	6.0	6.4	4.4	8.4	64.3	1.6	57.6	3.0	62.13	3.1	85.88	2.7
300 - 600 Rooms	6.3	6.3	5.1	12.2	67.8	1.8	60.6	-0.7	76.54	3.6	111.66	3.6
Over 600 Rooms	4.9	5.2	2.4	12.3	74.0	0.4	73.8	2.2	100.22	4.3	146.63	4.0
TYPE:												
Hotel	5.5	5.6	3.8	11.6	67.6	1.2	57.4	0.7	$ 87.77	3.7	$130.28	3.5
Motor Hotel	5.3	5.6	3.4	5.4	66.2	1.4	72.0	2.9	46.97	3.3	57.18	3.0
Economy	9.6	9.5	11.2	13.1	66.3	0.6	84.1	-0.9	38.57	4.4	39.93	4.5
All Suites	8.1	8.4	4.0	13.5	71.1	1.1	116.1	2.4	86.69	5.1	111.04	4.8

* Insufficient Response
\- No Change

VARIATION REPORT - DECEMBER 1989 COMPARED WITH DECEMBER 1988

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.1	6.5	2.7	3.9	-0.7	2.0	3.1	4.5	3.3	3.2	0.7	2.0	2.2
CENSUS REGION:													
Northeast	0.6	1.3	-1.1	-	-4.0	2.5	5.8	6.6	4.7	8.6	2.6	5.9	5.7
North Central	-1.0	-2.7	2.2	3.1	-0.2	-8.7	3.8	2.1	4.8	-5.4	3.7	1.8	5.1
South	8.3	10.5	3.5	4.6	0.7	3.7	3.9	6.1	1.3	1.7	0.1	-	0.9
West	8.7	9.0	8.3	10.5	2.3	0.3	2.1	2.4	7.5	-3.6	-6.2	-2.7	-8.0
CENSUS DIVISION:													
New England	-3.5	1.8	-13.0	-7.1	-22.8	-8.9	-0.7	4.8	-6.5	3.4	2.1	17.8	-13.8
Middle Atlantic	0.8	1.2	-0.4	0.3	-2.4	3.4	6.4	6.8	5.3	9.1	2.5	5.2	6.8
South Atlantic	7.2	9.5	2.3	2.9	0.7	3.3	3.0	5.2	-	1.2	-0.2	-0.4	1.1
East North Central	-1.1	-3.6	3.1	3.8	1.2	-10.2	4.1	1.5	7.0	-5.1	8.8	5.4	10.1
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	-0.8	-1.5	0.2	1.5	-3.1	-1.0	3.6	2.9	0.6	-1.6	-7.3	-6.7	-5.2
West South Central	11.8	13.7	7.8	10.8	0.5	5.0	6.8	8.6	5.8	3.2	0.6	0.8	0.4
Pacific	8.7	9.0	8.3	10.5	2.3	0.3	2.1	2.4	7.5	-3.6	-6.2	-2.7	-8.0
AFFILIATION:													
Chain	4.3	5.8	2.0	3.1	-1.2	-0.4	2.9	4.3	3.6	1.6	0.8	2.7	2.6
Independent	7.6	9.0	4.9	6.3	0.8	9.7	3.3	4.6	0.5	4.9	-1.1	-2.6	-1.2
LOCATION:													
Center City	1.6	3.2	-0.9	-	-3.4	-0.5	3.7	5.2	2.8	3.5	1.1	2.5	4.0
Suburban	5.8	6.0	4.7	7.2	-1.2	12.2	2.4	2.6	2.8	11.3	1.8	2.5	2.0
Airport	9.9	11.1	7.5	9.2	2.7	6.8	2.5	3.6	7.7	5.8	2.3	-0.1	-
Highway	6.8	9.4	0.3	3.2	-7.4	-4.9	3.6	6.1	-4.3	-6.5	16.2	18.5	8.3
Resort	8.9	10.0	7.6	8.3	5.7	3.4	6.5	7.6	5.2	1.1	-1.7	0.3	-0.1
SIZE:													
Under 150 Rooms	3.3	4.0	0.8	3.3	-5.5	-1.9	1.5	2.2	2.4	4.4	13.4	20.8	1.7
150 - 299 Rooms	3.7	5.5	0.8	1.6	-1.5	-0.1	2.6	4.3	0.5	0.7	0.5	0.5	-1.9
300 - 600 Rooms	9.3	9.4	9.2	11.0	4.5	8.6	3.3	3.4	6.2	7.0	2.0	4.3	0.8
Over 600 Rooms	3.0	5.6	-1.7	-0.7	-4.3	-1.6	4.3	6.9	2.5	1.1	-1.3	-0.4	5.1
TYPE:													
Hotel	5.0	6.6	2.8	3.9	-0.3	2.0	3.1	4.7	3.5	3.0	0.4	1.0	2.5
Motor Hotel	5.1	6.5	0.5	2.9	-5.3	-4.4	2.1	3.5	-0.3	-3.2	0.7	2.7	1.5
Economy	7.1	7.3	1.7	11.0	-16.8	5.0	4.1	4.3	9.5	5.5	22.8	23.3	*
All Suites	4.2	2.6	8.6	10.1	4.4	20.5	13.0	11.2	13.8	29.6	6.9	9.1	-1.4

* Insufficient Response
- No Change

YEAR TO DATE VARIATION REPORT - AS OF DECEMBER 1989

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.6	5.9	3.8	4.7	1.1	11.2	3.4	3.6	2.5	10.2	4.1	4.9	2.6
CENSUS REGION:													
Northeast	1.8	1.7	1.1	2.0	-1.7	6.7	5.6	5.4	4.3	10.5	8.1	8.2	7.2
North Central	1.3	0.7	1.6	2.9	-2.1	6.9	3.7	3.1	2.6	8.8	3.5	4.3	1.2
South	7.9	8.3	5.0	5.7	2.8	15.2	4.3	4.7	1.7	11.5	2.4	3.6	0.8
West	7.8	8.2	6.5	7.6	3.0	10.6	1.1	1.4	3.3	2.3	0.4	4.1	-1.2
CENSUS DIVISION:													
New England	-0.7	-0.9	-0.7	1.4	-5.9	2.3	3.7	3.6	5.0	9.2	5.4	6.7	6.5
Middle Atlantic	2.2	2.1	1.3	2.1	-1.2	7.1	5.8	5.6	4.3	10.5	8.3	8.3	7.2
South Atlantic	8.7	9.4	4.9	5.4	3.3	16.3	4.5	5.2	0.6	11.8	2.2	3.2	-
East North Central	1.3	1.1	0.6	1.6	-2.5	7.8	4.1	3.9	1.9	9.9	3.9	5.4	0.4
East South Central	-8.4	-10.1	*	*	*	*	-0.4	-2.1	*	*	*	*	*
West North Central	1.1	-0.2	3.6	5.3	-1.4	3.9	3.0	1.7	3.9	5.5	2.7	1.9	2.7
West South Central	5.6	5.4	5.5	7.1	0.9	9.6	3.5	3.4	4.7	8.5	2.3	4.2	2.4
Mountain	0.6	1.2	-4.9	-2.6	-11.4	-0.5	-1.5	-0.9	-8.1	-5.3	0.4	3.3	-2.2
Pacific	9.4	10.1	7.4	8.4	4.3	15.2	0.9	1.5	4.1	5.6	0.2	4.0	-1.3
AFFILIATION:													
Chain	5.3	5.7	3.0	4.0	0.2	9.4	3.2	3.7	2.2	8.7	4.2	5.2	3.0
Independent	7.1	6.6	6.1	6.9	3.8	16.0	3.5	3.1	2.8	13.0	3.0	2.7	0.2
LOCATION:													
Center City	3.2	3.3	2.1	3.1	-0.8	7.6	4.1	4.1	3.6	9.1	5.5	6.3	4.7
Suburban	5.8	6.2	3.3	4.6	-0.4	13.8	2.3	2.7	0.2	12.2	2.7	4.0	0.6
Airport	6.2	7.8	0.7	2.1	-3.3	9.7	1.3	2.8	0.5	7.5	2.9	2.9	2.3
Highway	6.5	6.7	5.2	7.0	0.3	10.7	3.2	3.4	-0.6	5.0	4.9	9.0	-3.1
Resort	9.3	9.4	7.4	7.8	6.4	16.5	5.8	5.9	3.5	12.8	3.7	3.7	1.3
SIZE:													
Under 150 Rooms	5.1	5.5	2.6	3.4	0.1	9.2	3.4	3.8	3.9	11.4	8.1	8.2	8.1
150 - 299 Rooms	6.0	6.4	4.4	5.3	1.6	8.4	2.7	3.1	2.4	5.8	2.4	3.7	1.8
300 - 600 Rooms	6.3	6.3	5.1	6.2	2.1	12.2	3.6	3.6	2.3	10.1	1.9	2.7	-0.2
Over 600 Rooms	4.9	5.2	2.4	3.2	-0.1	12.3	4.0	4.3	2.8	12.5	6.0	6.5	4.8
TYPE:													
Hotel	5.5	5.6	3.8	4.6	1.4	11.6	3.5	3.7	2.7	10.9	4.2	4.6	2.7
Motor Hotel	5.3	5.6	3.4	5.3	-1.7	5.4	3.0	3.3	2.0	3.9	5.0	8.3	3.5
Economy	9.6	9.5	11.2	12.4	7.2	13.1	4.5	4.4	4.5	11.6	6.1	6.0	*
All Suites	8.1	8.4	4.0	5.0	1.2	13.5	4.8	5.1	1.4	10.1	2.1	2.3	0.2

* Insufficient Response
\- No Change

FOOD AND BEVERAGE REPORT - DECEMBER 1989 COMPARED WITH DECEMBER 1988

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 65.99	$ 63.87	$ 14.79	$ 14.33	0.30	0.30	0.21	0.21	45.9	46.3	$ 9.51	$ 9.54	1.1
ENSUS REGION:													
Northeast	$ 79.51	$ 75.96	$ 19.75	$ 19.49	0.27	0.27	0.20	0.20	46.8	46.4	$ 12.61	$ 12.90	-0.1
North Central	72.67	69.33	11.86	11.43	0.35	0.33	0.23	0.28	41.3	40.7	6.45	6.12	-1.2
South	52.50	51.81	13.28	12.89	0.32	0.33	0.22	0.21	46.5	47.0	8.65	8.56	1.0
West	83.78	77.95	14.46	13.56	0.31	0.31	0.21	0.20	44.2	52.4	9.50	10.39	3.9
ENSUS DIVISION:													
New England	$ 66.37	$ 71.01	$ *	$ *	0.34	0.39	0.27	0.29	46.3	49.5	$ *	$ *	*
Middle Atlantic	80.35	76.28	19.87	19.61	0.27	0.26	0.19	0.19	46.8	46.2	12.48	12.72	0.3
South Atlantic	56.63	56.62	13.83	13.38	0.32	0.32	0.21	0.21	47.7	47.4	9.06	8.87	-0.3
East North Central	79.78	74.55	11.93	11.20	0.35	0.34	0.24	0.30	40.3	39.3	6.36	5.92	-3.0
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	60.53	60.14	11.74	11.91	0.33	0.32	0.20	0.22	44.2	44.4	6.70	6.71	2.6
West South Central	42.66	40.33	11.64	11.34	0.34	0.34	0.23	0.21	42.6	45.6	7.33	7.53	5.4
Pacific	83.78	77.95	14.46	13.56	0.31	0.31	0.21	0.20	44.2	52.4	9.50	10.39	3.9
FFILIATION:													
Chain	$ 59.58	$ 57.51	$ 14.24	$ 13.53	0.30	0.30	0.20	0.20	45.3	45.8	$ 9.16	$ 9.01	-1.7
Independent	97.98	97.53	17.02	18.01	0.32	0.32	0.24	0.24	48.1	48.2	11.11	12.38	13.7
OCATION:													
Center City	$ 69.42	$ 67.56	$ 16.36	$ 16.21	0.29	0.28	0.20	0.21	49.0	48.8	$ 11.56	$ 11.72	-0.5
Suburban	67.03	65.19	13.05	11.80	0.33	0.34	0.23	0.21	39.2	39.6	7.23	6.71	-2.1
Airport	48.40	44.95	13.47	12.97	0.31	0.31	0.20	0.20	39.7	43.4	8.27	8.33	1.4
Highway	46.13	48.21	10.78	10.42	0.33	0.32	0.24	0.22	45.9	40.5	5.93	5.25	2.3
Resort	75.61	71.85	15.04	14.56	0.32	0.34	0.21	0.22	44.9	46.0	8.37	8.70	5.7
IZE:													
Under 150 Rooms	$ 66.22	$ 64.66	$ 12.42	$ 11.47	0.39	0.41	0.29	0.29	39.7	38.5	$ 7.15	$ 6.97	-4.1
150 - 299 Rooms	60.21	59.92	13.49	13.47	0.33	0.32	0.23	0.24	42.3	43.5	8.29	8.46	0.3
300 - 600 Rooms	69.38	65.30	15.46	14.41	0.32	0.32	0.22	0.21	44.4	47.2	9.65	9.53	2.7
Over 600 Rooms	66.65	65.04	15.25	15.19	0.27	0.27	0.19	0.19	49.3	47.5	10.32	10.45	0.4
YPE:													
Hotel	$ 71.39	$ 68.98	$ 15.63	$ 15.24	.0.30	0.30	0.21	0.21	46.3	46.7	$ 10.12	$ 10.16	1.6
Motor Hotel	36.44	36.56	8.86	8.46	0.34	0.37	0.22	0.23	40.9	40.3	5.05	5.13	-0.7
Economy	17.59	16.06	*	*	*	*	*	*	*	*	*	*	*
All Suites	61.03	53.62	17.71	14.22	0.35	0.33	0.28	0.23	43.0	49.4	10.50	9.83	-11.6

* Insufficient Response

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF DECEMBER 1989

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 45.15	$ 44.03	$ 12.54	$ 12.10	0.31	0.31	0.21	0.21	48.4	48.2	$ 8.38	$ 8.13	1.1
ENSUS REGION:													
Northeast	$ 52.00	$ 49.84	$ 16.39	$ 15.96	0.28	0.28	0.20	0.20	53.5	52.1	$ 11.90	$ 11.37	-1.6
North Central	44.64	43.51	9.92	9.54	0.33	0.33	0.23	0.24	42.8	43.0	5.61	5.42	-1.1
South	40.40	39.73	11.98	11.50	0.32	0.32	0.21	0.21	45.9	46.3	7.61	7.43	1.6
West	50.48	48.89	11.64	11.12	0.31	0.33	0.23	0.23	51.4	52.1	7.31	7.12	4.2
ENSUS DIVISION:													
New England	$ 49.22	$ 46.88	$ 11.98	$ 11.66	0.33	0.34	0.23	0.24	53.4	52.6	$ 9.13	$ 9.11	-1.8
Middle Atlantic	52.32	50.18	16.95	16.50	0.28	0.28	0.20	0.19	53.5	52.0	12.24	11.64	-1.5
South Atlantic	44.36	44.09	12.77	12.24	0.31	0.32	0.21	0.21	45.8	46.1	8.04	7.79	0.8
East North Central	42.89	42.10	9.63	9.18	0.33	0.34	0.24	0.25	42.7	42.8	5.58	5.33	-3.5
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	48.26	46.45	10.42	10.18	0.31	0.31	0.21	0.22	43.0	43.4	5.66	5.59	3.3
West South Central	29.83	28.49	9.49	9.12	0.33	0.33	0.21	0.21	45.9	47.3	6.17	6.22	4.5
Mountain	30.09	32.74	8.88	9.07	0.33	0.33	0.25	0.24	48.3	45.7	5.42	5.23	-0.2
Pacific	52.98	50.87	11.84	11.28	0.31	0.32	0.23	0.22	52.1	53.9	7.83	7.67	4.5
FFILIATION:													
Chain	$ 40.12	$ 39.27	$ 12.32	$ 11.88	0.30	0.31	0.21	0.21	48.9	48.4	$ 8.36	$ 8.07	0.6
Independent	70.16	68.22	13.41	12.97	0.32	0.33	0.23	0.23	46.5	47.5	8.49	8.42	3.1
OCATION:													
Center City	$ 45.36	$ 43.80	$ 14.47	$ 14.06	0.28	0.29	0.20	0.21	53.6	53.0	$ 10.96	$ 10.63	0.3
Suburban	39.02	38.96	10.05	9.75	0.33	0.34	0.23	0.23	44.4	43.9	6.06	5.90	1.8
Airport	33.94	33.78	10.47	10.33	0.32	0.33	0.21	0.21	45.7	45.7	6.27	6.16	-
Highway	34.14	34.35	9.43	8.85	0.32	0.33	0.23	0.23	39.5	39.5	4.95	4.58	-0.1
Resort	61.52	59.43	13.53	12.84	0.32	0.33	0.22	0.21	43.4	43.9	7.76	7.55	2.7
IZE:													
Under 150 Rooms	$ 48.00	$ 46.19	$ 9.41	$ 8.75	0.36	0.37	0.26	0.27	44.2	43.2	$ 5.29	$ 4.84	-4.0
150 - 299 Rooms	38.87	37.97	10.29	9.91	0.33	0.34	0.23	0.24	46.3	46.4	6.64	6.41	0.8
300 - 600 Rooms	45.90	44.86	12.65	12.25	0.31	0.32	0.22	0.22	46.4	46.8	7.87	7.81	2.7
Over 600 Rooms	49.18	47.83	15.20	14.75	0.28	0.28	0.19	0.19	51.7	51.0	10.98	10.55	0.6
YPE:													
Hotel	$ 49.64	$ 48.33	$ 13.40	$ 12.94	0.30	0.31	0.21	0.21	49.3	49.2	$ 9.14	$ 8.87	1.2
Motor Hotel	26.68	26.15	7.63	7.28	0.35	0.35	0.23	0.22	41.2	40.5	4.22	4.06	0.6
Economy	9.07	8.68	*	*	*	*	*	*	*	*	*	*	*
All Suites	45.39	44.76	14.93	14.26	0.32	0.33	0.24	0.25	43.5	43.6	8.58	8.26	-1.3

* Insufficient Response
- No Change

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